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July 16, 1991

PSOMAS

MCDONNELL DOUGLAS REALTY COMPANY
18881 Von Karman Avenue
Suite 1200
Irvine, CA 92715

Psomas and Associates
3420 Ocean Park Boulevard
Santa Monica, California 90405
213/450-1217

450-1217
EXT. 233

Attn: Mr. Gary A. Powley

**SUBJECT: PROPOSAL FOR PREPARING AND PROCESSING A PARCEL MAP
FOR AN INDUSTRIAL DEVELOPMENT IN THE
CITY OF LOS ANGELES**

Dear Mr. Powley:

Psomas and Associates is pleased to submit for your consideration a proposal to prepare and process a parcel map for an industrial development located at the southeast corner of 190th Street and Western Avenue in the City of Los Angeles. The scope of work and compensation can be found in Exhibit 'A' and Schedule 'A', respectively. To engage our consulting services, please have Schedule 'A' and the enclosed Standard Form of Agreement signed, **RETURNING ALL COPIES TO OUR OFFICE** in the pre-addressed envelope we have provided. After final processing at our office, we will return one copy of the signed contract to you.

We are pleased that you have contacted us for your project. We have been recently involved in similar developments in Harbor Gateway for Cadillac-Fairview (Prentiss Properties); Cabot, Cabot, & Forbes; Hilton Hotels; and Embassy Suites. As a result of our activity in this area, our office enjoys an excellent relationship with Councilwoman Joan Milke Flores and her staff.

Please note that not included in the contract fee, per the enclosed fee schedule, are directly reimbursable expenses (e.g., prints, messenger service).

Please review the enclosed Psomas "Billing Policies and Procedures" and sample invoice. If you have any questions regarding this material, feel free to call me.

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Surveyors
Planners

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BOE-C6-0089834